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Message Text

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64
ACTION EUR-08

INFO OCT-01 ISO-00 SS-14 PM-03 INR-05 L-01 OES-01 EB-03

RSC-01 PRS-01 /038 W
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P 221346Z OCT 74
FM AMEMBASSY VIENNA
TO SECSTATE WASHDC PRIORITY 0000

C O N F I D E N T I A L VIENNA 8981

STADIS

LIMDIS

FOR EUR/CE - BRUCE FLATIN

E.O. 11652: GDS
TAGS: PFOR OVIP (KREISKY, BRUNO) AU
SUBJECT: KREISKY VISIT TO US: ISSUES PAPER:
U.S. INTEREST IN SALE OF NUCLEAR REACTOR
TO AUSTRIA

REF: VIENNA 8873

1. AUSTRIAN POSITION: AUSTRIA PLANS TO INCREASE ITS NUCLEAR POWER GENERATING CAPACITY AND IS NOW ACCEPTING BIDS FOR A SECOND NUCLEAR POWER STATION WHICH WOULD BECOME OPERATIONAL IN 1980. PRIMARY CONSIDERATIONS IN THE AUSTRIAN DECISION WILL BE PRICE, FINANCING, TECHNOLOGY AND SAFETY STANDARDS.

2. U.S. POSITION: GIVEN US TECHNOLOGY AND KNOW HOW IN THIS FIELD, WE FEEL THAT AN AMERICAN COMPANY WOULD BE THE LOGICAL CHOICE FOR THE PROJECT AND WE ARE DOING EVERYTHING POSSIBLE IN SUPPORT OF THIS OBJECTIVE.

3. BACKGROUND: A GERMAN CONSORTIUM WON THE FIRST NUCLEAR POWER STATION PROJECT. GE AND BABCOCK AND
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WILCOX, EACH IN PARTNERSHIP WITH EUROPEAN COUNTRIES,

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ARE NOW IN THE PROCESS OF SUBMITTING BIDS FOR THE SECOND PROJECT. GERMAN AND SWEDISH FIRMS ARE ALSO BIDDING. THE AUSTRIANS ARE STUDYING THE BIDS AND IN CONNECTION WITH THE US OFFER HAVE ASKED FOR A PRELIMINARY COMMITMENT FROM THE EXPORT-IMPORT BANK FOR FINANCING OF $167 MILLION FOR THE POWER STATION AND $25 MILLION FOR FUEL.

4. TALKING POINTS: WE RECOMMEND YOU:

--NOTE US CONVICTION THAT AMERICAN TECHNOLOGY AND KNOW HOW IN NUCLEAR POWER FIELD ARE THE BEST AVAILABLE.
--REGISTER KEEN US INTEREST IN HAVING US COMPANY OBTAIN CONTRACT AND IN THIS CONNECTION, RECALL CHANCELLOR'S OWN COMMENT ON HIGH AUSTRIAN DEPENDENCE ON TRADE WITH THE EC AND AUSTRIAN DESIRE TO EXPAND TRADE AND ECONOMIC RELATIONS WITH OTHER AREAS OF THE WORLD INCLUDING THE U.S.
--MAKE POINTS CONTAINED PARA 1 STATE 229966 IF AUSTRIANS MENTION PRESS REPORTS ON RECENT FLAWS IN US NUCLEAR PLANTS. HUMES

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